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Automotive News

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55th year—$30 per year, $1.00 per copy

SAE turns 75; sees record as show opens

The Society of Automotive Engineers will celebrate its 75th anniversary at the 1980 Congress and Exposition which begins in Detroit today (Feb. 25) and continues through Feb. 29.

According to SAE, this year's meeting will be the biggest in terms of attendance. There are 30,000-plus persons expected to attend this 1980 edition which would top last year's figure of 27,143 by almost 11 percent. The SAE says it will be the sixth straight year attendance has increased.

SAE has chosen Freedom Through Mobility as its theme. The organization said throughout 1980 it will focus on improvements to the quality of life achieved through the availability of automotive transportation.

This year's Congress and Exposition has also set a new record for display space with net square footage in excess of 80,400 square feet, up 26 percent from last year's 63,875 net square feet.

Products being exhibited include new applications of steel, aluminum, new plastics and plastic components, lightweight, high-strength composite fibers and other related materials. There is also heavy emphasis on computer-assisted design tools and other vehicle component devices.

• To commemorate its 75th anniversary, the SAE has identified nine challenges as a focal point for the Society and its members through the year 2000.

The nine automotive engineering challenges include social response (environment, energy, safety), technical skills response (materials, productivity, design ingenuity) and educational response (credibility of the engineering approach, interaction, education).

According to the SAE, the diamond anniversary will be a springboard for blueprinting even more constructive contributions in the future as the members reflect on the developments of the last 75 years.

Running concurrently with the regular SAE Congress and Exposition will be the Fourth Conference on Materials in Automotive Engineering. This special conference will present more than 25 half-day sessions and 125 separate presentations on the latest developments in such materials as high-strength steels, aluminum, metallics, bimetals, high-strength composites, rubber and non-metals plus presentations on special manufacturing techniques associated with the use of these materials.

New Honda

It's the Quint, a five-door sedan

Honda's newest offering, the Quint, has been unveiled in Japan. It is a five-door hatchback with a 1,600-cc engine, sized between the Civic and the Accord. The Quint is not expected to enter the U. S. market this year, although it will be introduced in Europe as the Quintet.

Murphy will keynote fifth World Congress

Thomas A. Murphy, chairman of General Motors, will keynote the fifth annual Automotive News World Congress.

The industry gathering will be held July 27-30 at the Hyatt Regency Hotel in Dearborn, site of the 1979 affair. The Republican National Convention will have folded its tents and left Detroit well before the Automotive News World Congress opens.

Thomas A. Murphy

Murphy, now considered the elder statesman of the auto industry, is expected to provide a "state of the industry" review for those attending the opening session of the 3½-day affair.

"We confidently expect the 1980 Automotive News World Congress to present more interesting topics and provide more solid input than ever before," said Keith E. Crain, publisher and editorial director of Automotive News. "We started planning this year's meeting as soon as last year's was adjourned."

"This year's sessions will have a greater international flavor than ever before," Crain said. "For anyone involved in the auto industry, it has to be a 'must' on the calendar."

Participants will get a comprehensive look at industry issues and problems. The program is structured to explore every facet of the automotive world.

In past years, attendees have included executives involved in managing, planning, designing, engineering, manufacturing, marketing and retailing in the automotive and related industries. A similar audience is expected this year.

Complete details of the formal portions of the program will be announced shortly, Crain said.

Registration fee is $395 per person, with $325 for each additional person in a group registration, so long as all members of the group are registered at the same time.

For further information, contact Cynthia Radom, director of special projects, at 965 East Jefferson, Detroit, MI 48207, or telephone (313) 567-9520.

Tough standards for small diesels delayed until '85

By Jake Kelderman
Washington Staff Writer

WASHINGTON. — The prospects for an increase in diesels in the U. S. auto market brightened last week in the wake of EPA's decision to delay by up to two years stringent new emission standards for diesel particulates.

EPA Administrator Douglas Costle said the fuel-efficient engines will be required to meet the proposed standard of 0.6 grams per mile particulate in 1982 rather than in 1981 and the difficult, and as yet unreached, 0.2 gpm standard in 1985 instead of 1983. Light-duty trucks with gross vehicle weight ratings up to 8,500 pounds will be required to meet a standard of 0.26 gpm by 1985, he said.

Current light-duty diesels have particulate emission rates from a low of 0.23 gpm for the Volkswagen Rabbit to a high of about 0.84 gpm for the Oldsmobile diesel.

Costle said that, based on information from the auto makers and others, the new standards can be achieved by both large and small light-duty diesel engines now in use or planned for the immediate future. Indeed, "most diesels already meet the 1982 standards," he said.

EPA expects diesel vehicles will need trap oxidizers to meet the 1985 standard. Costle said the device already has been shown to achieve the standards, but further research is needed on its durability for the life of the vehicle.

The agency said that, based on its assessment of technological trends, it has every reason to believe the durability of the trap oxidizer system will be proven by 1985 and perhaps as early as 1984.

• Costle said he rejected an industry proposal that would have allowed them to average the particulate emissions from their diesel fleets because he could see no potential cost savings. It also did not address the problem of localized concentrations of diesel particulate in cities and near roadways, he said.

He said the agency did not intend to ignore the potential benefits of the scheme, however, and announced the formation of an EPA task force to develop an averaging scheme, if feasible, that would be proposed in the agency's upcoming regulations to reduce NOx emissions from heavy-duty trucks.

The new standards are expected to add $11 to $12 to the price of a 1982-84 diesel and $132 to $164 to the price of a 1985 and later-model-year diesel.

EPA said the trap oxidizer system is expected to require maintenance of about $30 over its useful life but that the modifications involved in adding the oxidizer will eliminate the need to replace the exhaust pipe and muffler, for a savings of $80. Thus the aggregate vehicle maintenance costs should decrease by about $50, the agency said.

Depending on total light-duty diesel vehicle sales in the 1982-84 period, the aggregate cost of the 1982 standard is expected to be $42 to $76 million, according to the EPA. In 1985 the agency expects the aggregate cost to rise to between $939 million and $1,933 million.

By the mid to late-1980s auto makers expect their sales to be as high as 20 percent diesel.

EPA views this development with mixed emotions. Laboratory studies indicate particulate emissions from these vehicles may pose a health hazard.

It hopes the new particulate standards, though not based on its health concerns, will ease their impact. The agency said diesels would have emitted between 152,000 and 253,000 metric tons of particulate matter each year by 1990 without the controls. The new standard will reduce the particulates 74 percent, to 40,000 to 66,000 metric tons per year, the agency said.

breaking news

Owners of early Mazdas win settlement

LOS ANGELES. — Owners of 1970-73 Mazda automobiles with rotary-engine problems will receive $10 to $20 million or more under terms of a settlement with Toyo Kogyo reached in Superior Court here. It is estimated there may be 200,000 or more claims. Main force among class owners were members of the Society to Correct Rotary Engine Wrongs (SCREW). Settlements will be based on a complex formula.

Helling to head sales at Saab

ORANGE, Conn. — Sten Helling has been named vice president, sales and marketing, of Saab-Scania of America, succeeding Jack C. Rakes. Helling had been sales manager of Volvo of America. He had also been sales manager of Volvo Western under R. J. Sinclair, now president of Saab-Scania.

Michigan would lift loan limit

LANSING.—A package of four bills which would boost the interest ceiling on auto loans from the present 12.8 percent to 16 percent passed the House and has been sent to the Senate. The bills are designed to free more money for auto loans and encourage increased sales.

$1,000 Lincoln rebates

DETROIT. — Lincoln-Mercury confirmed that owners of '77, '78 and '79 L-M models will begin receiving direct-mail pieces this week, entitling them to a $1,000 factory rebate if they purchase an '80 Lincoln, Mark VI or Versailles.

Japanese exporting cars to Poland

TOKYO.—Under an agreement with Motoimpex, a new enterprise in Poland established to sell imported cars, Toyota and Toyo Kogyo will export 1,250 cars to Poland.

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1979 auto registrations slip 5.58 percent to 10.3 million

By Richard A. Wright
Assistant Managing Editor

U. S. new-car registrations did not cause great joy in Detroit in 1979, but it was not the worst year by any means either, according to figures compiled by R. L. Polk & Co.

New-car registrations in 1979 totaled 10,334,911, down 5.58 percent from 10,946,104 in 1978. The 1979 total did not threaten the record of 11,350,995 set in 1973, but it was the fifth best year ever, largely because of the record-shattering performance of the imports.

In December, new-car registrations totaled 831,319, down 12.36 percent from a year earlier. Record for December is 989,114, set in 1972.

During 1979, only American Motors among the U. S. makers managed to increase its market share compared with 1978, as the imports grabbed a bigger piece of the registration pie. In fact, AMC and Oldsmobile were the only U. S. nameplates to increase their shares.

• General Motors accounted for 46.48 percent of registrations in 1979, off 1.19 percentage points from 1978. Ford Motor Co. took the biggest loss: down 2.61 points to 20.30 percent.

Chrysler Corp. saw its market share drop 1.13 points to 9.03, while AMC accounted for 1.52 percent of 1979 registrations, up 0.08 of a point.

Imports took 22.63 percent of the market in 1979, up 4.85 percentage points from its 1978

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NEW-CAR MARKET SHARES IN U. S.

	DECEMBER					FULL YEAR				
	Regis., Dec. 1979	Percent Share of Market	Regis., Dec. 1978	Percent Share of Market	Pct. Pt. Change '79 vs. '78	Regis., 12 mos. 1979	Percent Share of Market	Regis., 12 mos. 1978	Percent Share of Market	Pct. Pt. Change '79 vs. '78
Chevrolet	164,396	19.77	202,647	21.36	— 1.59	2,104,213	20.36	2,294,990	20.97	— 0.61
Ford	125,085	15.04	150,637	15.88	— 0.84	1,472,724	14.25	1,769,077	16.16	— 1.91
Oldsmobile	73,996	8.90	89,601	9.45	— 0.55	931,170	9.01	967,896	8.84	+ 0.17
Buick	59,904	7.21	66,647	7.03	+ 0.18	686,315	6.64	762,532	6.97	— 0.33
Pontiac	57,928	6.97	78,221	8.25	— 1.28	773,816	7.49	857,083	7.83	— 0.34
Mercury	37,653	4.53	51,627	5.44	— 0.91	497,120	4.81	560,299	5.12	— 0.31
Cadillac	29,152	3.51	35,889	3.78	— 0.27	307,652	2.98	335,053	3.06	— 0.08
Dodge	22,772	2.74	32,295	3.40	— 0.66	367,002	3.55	427,946	3.91	— 0.36
Plymouth	19,723	2.73	26,470	2.79	— 0.42	322,752	3.12	394,534	3.60	— 0.48
AMC	15,987	1.92	12,154	1.28	+ 0.64	156,753	1.52	157,797	1.44	+ 0.08
Chrysler	15,877	1.91	24,268	2.56	— 0.65	243,643	2.36	289,631	2.65	— 0.29
Lincoln	12,026	1.45	19,284	2.04	— 0.59	128,097	1.24	178,873	1.63	— 0.39
GENERAL MOTORS	385,376	46.36	473,005	49.87	— 3.51	4,803,166	46.48	5,217,554	47.67	— 1.19
FORD MOTOR CO.	174,764	21.02	221,548	23.36	— 2.34	2,097,941	20.30	2,508,249	22.91	— 2.61
CHRYSLER CORP.	58,372	7.02	83,033	8.75	— 1.73	933,397	9.03	1,112,111	10.16	— 1.13
AMERICAN MOTORS	15,987	1.92	12,154	1.28	+ 0.64	156,753	1.52	157,797	1.44	+ 0.08
IMPORTS	196,410	23.63	158,373	16.70	+ 6.93	2,339,004	22.63	1,946,094	17.78	+ 4.85
MISCELLANEOUS	410	0.05	423	0.04	+ 0.01	4,650	0.04	4,299	0.04	.....
TOTAL	831,319		948,536			10,334,911		10,946,104		

Automotive News analysis of new-car registrations based on R. L. Polk statistical report. Registrations not available for Oklahoma, delayed for Hawaii.

'79 service, parts volume seventh best listed on Index

By Francis J. Gawronski
Service Editor

Despite a sharp decline in business in the final month of the year, new-car dealers' service and parts volume for all of 1979 recorded the seventh best showing in the 19-year history of the Automotive News Service Index.

Service and parts business for 1979 amounted to 107.0 percent of the volume recorded for all of 1978. The record high occurred in 1978, when shop volume rose 12.0 percent over the business the previous year. The second best year was 1972, with an increase of 10.4 percent.

Last year ended on the down side, with December parts and service business amounting to 94.7 percent of that for the same month in 1978. December also marked the third time in 1979 that shop business was below the volume recorded in the same month the year before.

Four of the five indicators used in the Service Index registered declines in December. The only exception was total labor sales — both customer-paid and warranty — which were up 1.1 percent.

• Service Index figures are compiled from monthly reports on service and parts business from dealers in all sections of the country.

The top gainer for the year was total labor sales, up 12.5 percent, followed by sales of all parts and accessories, which were up 10.0 over the previous year.

Shop parts sales, those used in customer and warranty work, were up 9.7 percent in 1979, followed by gross profit on all labor, parts and accessory sales—the most important indicator from the dealers' viewpoint — which increased 5.4 percent for the year.

Repair orders written was the only category to record a decline for the 12 months of 1979. It was down 3.3 percent.

For December, gross profit was down 16.1 percent, while repair orders written dipped 6.2 percent.

Sales of all parts and accessories declined 2.7 percent and shop parts sales were off 2.6 percent from the year-ago figure.

SERVICE INDEX
94.7*

	Dec., '79 vs. Dec., '78	12 mos., '79 vs. 12 mos., '78
Gross Profit on All Labor and P&A Sales	—16.1%	+ 5.4%
Repair Orders Written	— 6.2%	— 3.3%
Total Labor Sales (Customer & Warranty)	+ 1.1%	+12.5%
Shop Parts Sales (Customer & Warranty	— 2.6%	+ 9.7%
Sales of All P&A	— 2.7%	+10.0%

*—Survey by Automotive News shows that dealers' service and parts business in Dec., 1979, was 94.7 percent of business in Dec., 1978. Service business in the 12 months of 1979 was 107.0 percent of business in the corresponding period in 1978.

truck industry news

Domestic light trucks suffer most in '79

Registrations off 12.5 pct.

Domestic light-truck manufacturers were the big losers in 1979 as registrations of new trucks of all types in the U. S. dropped 12.5 percent below the record levels of the year earlier.

Over the 12-month span, according to R. L. Polk & Co., 3,467,910 vehicles were registered, compared with 3,963,340 in 1978.

December tallies were down 26.5 percent from the previous year, with losses in all three market segments. The month's total was 265,235, compared with the record 360,531 registered in the final month of 1978.

Soaring fuel prices in 1979 were mainly responsible for the plunge in sales of domestic light trucks. The only bright spot in this market segment was the surge by the Japanese-built, fuel-stingy compact pickups.

Total light-truck registrations were down 13.9 percent in 1979, from an alltime high of 3,606,307 in 1978 to 3,103,310.

Group 1, where the Japanese pickups are positioned, was the only one of the three to show an increase in tallies over the previous year. The total—1,272,934—was 11.4 percent higher than the year-earlier 1,143,064.

Registration of vehicles in Group 2, still the largest light-truck segment, was down for the first time since the upsurge which started in the mid-1970s. The 1979 total was 1,791,040 units, a decline of 25.6 percent

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from the year-earlier 2,408,269, an alltime Group 2 high.

The Group 3 count was down

HD registrations exceed 200,000 for the first time

Registrations of new heavy trucks in the U. S. topped the 200,000 mark for the first time in 1979, exceeding the previous year's total by 11.1 percent.

R. L. Polk & Co., reported that 213,174 Groups 7 and 8 vehicles were registered during the year, compared with 191,837 in 1978, the previous 12-month high.

The December total was down for the second consecutive month and marked the third time during 1979 that registrations failed to exceed the count for the comparable year-earlier month.

In December, 17,457 heavies were registered, a decrease of 9.1 percent from the 19,001 tallied in the same month in 1978, the alltime December high.

Registrations in 1979 were up in both Groups 7 and 8. The Group 7 count was 47,315 units, an increase of 21.3 percent over

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28.4 percent, dropping from 54,974 units in 1978 to 39,336.

There were declines in all three groups that make up the medium-truck market, one of them significant and the other two only slightly lower than the previous year.

Only 4,942 Group 4 vehicles were registered in 1979, off 67.6 percent from the 15,250 tallied in 1978. The slump reflects the plunge in sales of motor-home chassis during the year.

In 1978, Dodge accounted for all of the Group 4 registrations. In 1979, Dodge units represented all but six of the vehicles. The six were in the miscellaneous domestic category.

Group 5 tallies in the last year totaled 2,858 units, off 2.6 percent from the year-earlier 2,933. Chevrolet, with 1,786, and GMC, with 1,041, accounted for all but 31 of the Group 5 count. Again, the 31 were miscellaneous domestic units.

Registrations of Group 6 vehicles dropped 2.3 percent below the 1978 total, with much of the loss due to the growing trend to the heavier diesel engines which boosts GVW ratings and moves vehicles at the top end of Group 6 into Group 7.

There were increases in both heavy-truck groups as registrations of these vehicles topped the 200,000 mark for the first time ever. The total was 213,174, an increase of 11.1 percent over

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U. S. TRUCK REGISTRATIONS

Based on R. L. Polk & Co. statistical report

12 MONTHS, 1979 VS. 1978★

	12 mos., 1979	Percent Share of '79 Market	12 mos., 1978	Percent Share of '78 Market	Pct. pt. Change, '79-'78
Ford	1,122,656	32.37	1,314,251	33.16	− 0.79
Chevrolet	1,084,870	31.28	1,275,787	32.19	− 0.91
Dodge	351,970	10.15	464,470	11.72	− 1.57
GMC	283,140	8.17	329,185	8.30	− 0.13
Jeep	145,214	4.19	163,548	4.13	+ 0.06
International	116,579	3.36	116,574	2.94	+ 0.42
Mack	29,264	0.84	27,390	0.69	+ 0.15
Plymouth*	19,678	0.57	8,013	0.20	+ 0.37
Kenworth	14,893	0.43	14,345	0.36	+ 0.07
Freightliner	13,636	0.39	11,725	0.30	+ 0.09
White	9,145	0.26	10,626	0.27	− 0.01
Peterbilt	8,693	0.25	9,454	0.24	+ 0.01
Autocar	2,227	0.07	1,880	0.05	+ 0.02
Western Star	1,133	0.03	786	0.02	+ 0.01
Brockway	2	.....	37	.....	.....
Miscellaneous**	264,810	7.64	215,269	5.43	+ 2.21
TOTALS	3,467,910	100.00	3,963,340	100.00	.....

★—No registrations for Oklahoma, 1979 and 1978; Hawaii, July-December, 1979.
*—Plymouth trucks are 4x4 Trail Duster utility vehicle and Arrow pickup.
**—Miscellaneous includes imports, Diamond Reo, Crane Carrier, Oshkosh, FWD, Hendrickson, etc.

U. S. HEAVY DUTY REGISTRATIONS

Based on R. L. Polk & Co. statistical report

12 MONTHS, 1979 VS. 1978★

	12 mos., 1979	Percent Share of '79 Market	12 mos., 1978	Percent Share of '78 Market	Pct. pt. Change, '79-'78
International	65,894	30.91	50,545	26.35	+ 4.56
Ford	37,706	17.69	37,824	19.72	− 2.03
Mack	29,264	13.73	27,390	14.28	− 0.55
GMC	20,366	9.55	18,385	9.59	− 0.04
Kenworth	14,893	6.99	14,345	7.48	− 0.49
Freightliner	13,636	6.40	11,725	6.11	+ 0.29
White	9,145	4.29	10,626	5.54	− 1.25
Peterbilt	8,693	4.08	9,454	4.93	− 0.85
Chevrolet	6,189	2.90	5,661	2.95	− 0.05
Autocar	2,227	1.04	1,880	0.98	+ 0.06
Western Star	1,133	0.53	786	0.41	+ 0.12
Brockway	2	.....	37	.....	.....
Miscellaneous	4,026	1.89	3,179	1.66	+ 0.23
TOTAL	213,174	100.00	191,837	100.00	.....

★—Groups 7 and 8 trucks only; no registrations for Oklahoma, 1979 and 1978; Hawaii, July-December, 1979.

'79 registrations of new trucks off 12.5 percent

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the previous year's 191,837, the previous 12-month high.

The biggest percentage increase in 1979 was in Group 7 registrations. The total was 21.3 percent higher than the 1978 count, from 38,996 to 47,315.

Group 8, now the third largest in the industry, had a gain of 8.5 percent over the 12-month period. The count was a record 165,859, compared with 152,841 the previous year.

Ford retained its lead over Chevrolet in total registrations by a margin of almost 40,000 units. Because of the light-truck slump, however, both suffered setbacks in unit tallies and penetration.

Ford's 1,122,656 registrations during the year account for 32.37 percent of the industry total, off 0.79 points from the year-earlier 33.16 percent on 1,314,251 units.

Chevrolet's share was off 0.91 points, from 32.19 percent in 1978 to 31.28. The 1979 unit total was 1,084,870, compared with 1,275,787 in the previous year.

The biggest loss in penetration was suffered by Dodge, which now produces light trucks only. Its share was down 1.57 points in 1979, from 11.72 percent in 1978 to 10.15. Unit total dropped from 464,470 to 351,970 units.

The miscellaneous group had the biggest increase in penetration, and it was due principally to the gain in registrations of the non-captive pickup trucks.

There were 264,810 miscellaneous tallies in 1979, up 23 percent over the year earlier 215,269. The group accounted for 7.64 percent of the total, an increase of 2.21 points over the previous year's 5.43 percent.

HD registrations exceed 200,000 for the first time

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the year-earlier 38,996. Group 8 tallies were 8.5 percent higher, 165,859 versus 152,841.

International again was No. 1, with its 65,894 registrations accounting for almost 31 percent of the industry total. Last year's total was 30.4 percent higher the 1978 count of 50,545 units.

International's share of total industry registrations dropped slightly in the final month, but for the 12-month period it was up 4.56 percentage points over the 1978 penetration, 30.91 percent versus 26.35 percent.

No. 2 Ford lost ground in 1979 in both unit registrations and penetration. During the year, 37,706 Ford heavies were registered, compared with 37,824 in 1978. Share of the industry total was down 2.03 points, from 19.72 percent in 1978 to 17.69 percent.

Only gainers in penetration other than International were Freightliner, Autocar, Western Star and the miscellaneous group.

AMC is only U. S. maker to increase market share

'79 registrations slip 5.58 pct. to 10.3 million

Continued from Page 4

share. Miscellaneous domestic lines held steady at 0.04 percent.

Domestic-only registrations for the full year were divided this way: GM, 60.07 percent; Ford Motor Co., 26.24 percent; Chrysler Corp., 11.67 percent; AMC, 1.96 percent, and miscellaneous, 0.06 percent.

For 1978, domestic-only registrations were divided as follows: GM, 57.97 percent; Ford Motor Co., 27.87 percent; Chrysler Corp., 12.36 percent; AMC, 1.75 percent, and miscellaneous, 0.05 percent.

By size class, subcompacts, imports and luxury cars increased their share of registrations compared with 1978.

Registrations by size class, with 1978 figures in parentheses, were: Subcompact, 1,170,027 (940,287); compact, 2,066,412 (2,372,557); passenger van, 108,005 (140,921); intermediate, 2,498,120 (2,927,718); standard, 1,582,645 (2,015,957); luxury, 570,698 (602,570), and import, 2,339,004 (1,046,094).

Market shares for 1979 by size class were: Subcompact, 11.32 percent, up 2.73 percentage points; compact, 20.00 percent, down 1.67 points; passenger van, 1.05 percent, off 0.24 of a point; intermediate, 24.17 percent, down 2.58 points; standard, 15.31 percent, down 3.11 points; luxury, 5.52 percent, up 0.02 of a point, and import, 22.63 percent, up 4.85 points.

• In December, as in the full year, only AMC and the imports improved their market shares. AMC's share was 1.92 percent, up 0.64 of a point from a year earlier, while the imports took 23.63 percent of December registrations, up 6.93 points.

Biggest loss was suffered by GM in December, which saw its market share fall 3.51 points to 46.36 percent. Ford Motor Co. took 21.02 percent of the market, down 2.34 points, while Chrysler Corp. was off 1.73 points to 7.02 percent. Miscellaneous domestics accounted for 0.05 percent, up 0.01 of a point.

Registrations by size class in December, with year-earlier figures in parentheses, were: 84,226 (85,085); compact, 179,591 (201,237); passenger van, 7,417 (11,655); intermediate, 192,606 (238,226); standard, 118,375 (186,144); luxury, 52,694 (67,816), and import, 196,410 (158,373).

Market shares by size class in December were: Subcompact, 10.13 percent, up 1.16 points from a year earlier; compact, 21.60 percent, up 0.38 of a point; passenger van, 0.89 percent, down 0.34 of a point; intermediate, 23.17 percent, off 1.94 points; standard, 14.24 percent, down 5.38 points, luxury, 6.34 percent, off 0.81 of a point, and import, 23.63 percent, up 6.93 points.

• A surprise in the top 20 nameplate registration rankings in December was Ford Fairmont moving to the top, pushing standard Chevrolet and Chevrolet Citation each down a notch and dropping Olds Cutlass Supreme down into sixth place.

The top 20 nameplates in December registrations were:

1—Ford Fairmont	35,902
2—Standard Chevrolet	33,798
3—Chevrolet Citation	31,355
4—Chevrolet Chevette	28,305
5—Chevrolet Malibu	25,481
6—Olds Cutlass Supreme	24,738
7—Standard Oldsmobile	24,110
8—Ford Mustang	22,715
9—Ford Thunderbird	19,594
10—Cadillac	18,722
11—Standard Ford	18,474
12—Chevrolet Monte Carlo	18,201
13—Buick Regal	17,169
14—Standard Buick	14,674
15—Ford Pinto	13,491
16—Standard Pontiac	13,161
17—Pontiac Grand Prix	12,793
18—Chevrolet Camaro	12,679
19—Buick Skylark	12,376
20—Ford Granada	10,471

AUTOMOTIVE NEWS ANALYSIS OF NEW CAR REGISTRATIONS

Based on R. L. Polk & Co. statistical report

DECEMBER, '79 VS. DECEMBER, '78

	1979		1978	
	DEC.	YEAR	DEC.	YEAR
AMX Spirit/AMX	4,884	53,429	2,846	22,400
Concord	4,660	66,316	5,923	83,972
Concord Station Wagon	1,374	16,808	2,038	21,966
Eagle 4 WD	1,942	4,404		
Eagle Station Wagon	2,608	6,751		
Pacer	140	2,655	410	7,253
Pacer Station Wagon	379	5,906	775	13,070
Matador		348	114	5,770
Matador Station Wagon		136	48	3,366
Total American Motors Corp.	15,987	156,753	12,154	157,797
Chrysler LeBaron	5,473	85,298	8,780	99,095
LeBaron Station Wagon	936	14,756	1,975	20,716
Cordoba	5,639	59,817	7,162	103,443
Newport	1,638	51,122	3,292	31,413
New Yorker	2,191	32,650	3,059	34,786
Station Wagon				178
Total	15,877	243,643	24,268	289,631
Plymouth Horizon	9,498	143,360	10,667	113,081
Voyager	627	9,950	871	12,890
Volare	7,116	125,710	9,784	140,093
Volare Station Wagon	2,115	39,954	3,971	66,953
Fury		3,047	1,124	51,760
Fury Station Wagon		138	53	8,280
Gran Fury/Brougham	367	593		1,286
Plymouth Station Wagon				191
Total	19,723	322,752	26,470	394,534
Dodge Omni	8,070	121,525	8,540	84,288
Aspen	5,305	86,208	7,163	103,800
Aspen Station Wagon	1,591	31,045	3,215	50,941
Sportsman	1,805	29,522	2,711	41,499
Monaco		2,898	1,152	31,586
Monaco Station Wagon		108	43	5,820
Diplomat	2,283	39,052	4,265	48,410
Diplomat Station Wagon	435	6,763	854	9,485
Magnum XE/Mirada	2,206	23,531	3,148	47,346
St. Regis	1,077	26,350	1,204	2,096
Royal Monaco/Brougham				2,430
Dodge Station Wagon				245
Total	22,772	367,002	32,295	427,946
Total Chrysler Corp.	58,372	933,397	83,033	1,112,111
Ford Pinto	10,279	132,681	9,813	121,143
Pinto Station Wagon	3,212	50,595	3,987	45,241
Fairmont	28,918	251,000	22,468	291,063
Fairmont Station Wagon	6,984	81,621	8,576	108,932
Granada	10,471	141,116	16,549	217,078
Club Wagon	2,903	38,174	4,844	44,516
LTD II	1,535	28,387	6,269	138,489
LTD II Station Wagon				820
LTD	13,205	195,240	25,262	245,500
LTD Crown Victoria	1,405	1,582		
Ford Station Wagon	3,864	47,406	6,936	71,262
Mustang	22,715	294,904	24,071	187,923
Thunderbird	19,594	210,018	21,862	297,090
Total	125,085	1,472,724	150,637	1,769,077
Lincoln Continental	4,574	60,089	9,572	92,290
Continental Mark	6,589	54,497	7,765	72,279
Versailles	863	13,511	1,947	14,304
Total	12,026	128,097	19,284	178,873
Mercury Bobcat	2,318	34,654	2,196	21,740
Bobcat Station Wagon	520	8,378	694	7,331
Zephyr	6,530	77,213	7,740	95,419
Zephyr Station Wagon	1,314	18,035	1,936	24,627
Monarch	4,274	54,470	6,521	77,295
Marquis	1,851	26,051	2,669	35,675
Marquis Brougham	1,707	23,467	2,602	32,939
Grand Marquis	2,073	28,612	3,810	48,286
Marquis Station Wagon	944	13,138	1,738	15,215
Cougar	9,341	122,618	14,404	187,750
Cougar Station Wagon				388
Capri	6,781	88,484	7,317	13,334
Total	37,653	497,120	51,627	560,299
Lincoln-Mercury Division	49,679	625,217	70,911	739,172
Total Ford Motor Co.	174,764	2,097,941	221,548	2,508,249
Buick Skyhawk	1,015	18,225	1,568	21,691
Skylark	12,376	104,172	5,820	97,033
Century	6,732	31,912	3,277	42,767
Regal	17,169	244,145	23,300	241,552
Century Station Wagon	1,663	25,402	2,656	32,850
LeSabre	2,111	28,015	2,581	30,586
LeSabre Limited	6,315	85,898	10,176	130,588
Electra 225	7,272	84,333	10,804	118,019
Buick Station Wagon	876	14,688	2,085	24,297
Riviera	4,375	49,525	4,380	23,149
Total	59,904	686,315	66,647	762,532
Cadillac deVille	14,909	167,018	20,375	202,707
Fleetwood & Chassis	3,813	35,579	4,395	36,269
Eldorado	5,099	60,935	5,638	43,681
Seville	5,331	44,120	5,481	52,396
Total	29,152	307,652	35,889	335,053
Chevrolet Chevette	28,305	363,216	20,299	241,622
Camaro	12,679	203,647	24,868	251,983
Monza	8,977	125,246	12,493	126,993
Monza Station Wagon	190	13,799	2,505	27,548
Nova/Citation	31,355	290,931	17,338	243,444
Sportvan	2,082	30,359	3,229	42,016
Malibu	18,893	243,699	24,696	269,780
Malibu Station Wagon	6,588	93,142	9,258	96,416
Monte Carlo	18,201	264,967	27,962	348,751
Impala	10,676	155,937	19,014	218,244
Caprice	15,968	189,113	24,937	256,977
Chevrolet Station Wagon	7,154	90,081	11,954	130,790
Corvette	3,328	40,076	4,094	40,426
Total	164,396	2,104,213	202,647	2,294,990
Oldsmobile Starfire	1,109	18,184	1,746	17,981
Omega	5,313	46,336	2,669	42,215
Cutlass Salon	11,904	61,546	4,693	65,658
Cutlass Supreme/Calais	24,738	403,107	36,652	391,566
Cutlass Station Wagon	3,009	45,652	3,957	44,751
Delta 88	2,140	31,814	3,378	41,400
Delta 88 Royale	11,790	161,838	16,438	187,402
98	8,034	90,293	12,635	117,882
Oldsmobile Station Wagon	2,146	27,052	3,264	33,972
Toronado	3,813	45,348	4,169	25,069
Total	73,996	931,170	89,601	967,896
Pontiac Sunbird	5,827	84,196	7,208	81,527
Sunbird Station Wagon	22	2,539	523	7,401
Phoenix	7,555	74,357	3,784	56,971
LeMans	5,690	77,078	8,576	92,516
LeMans Station Wagon	3,039	38,107	2,797	26,190
Catalina	1,794	24,950	2,979	46,789
Bonneville	5,720	83,691	8,070	77,070
Bonneville Brougham	4,027	39,551	4,233	49,178
Pontiac Station Wagon	1,620	22,530	2,601	26,942
Grand Prix	12,793	176,862	19,149	215,307
Firebird	9,841	149,955	18,301	177,192
Total	57,928	773,816	78,221	857,083
Total General Motors	385,376	4,803,166	473,005	5,217,554
(Checker)	359	4,255	380	3,855
Miscellaneous Domestic Total	410	4,650	423	4,299
Domestic Station Wagon Total	60,000	822,535	90,094	1,067,425
Domestic Grand Total	634,909	7,995,907	790,163	9,000,010
Import Total	196,410	2,339,004	158,373	1,946,094
Grand Total All Registrations	831,319	10,334,911	948,536	10,946,104

Registrations not available for Oklahoma.

NEW TRUCK REGISTRATIONS BY MAKE AND GVW CLASS

12 MONTHS, 1979 VS. 1978★

		Group 1 6,000 pounds and less	Group 2 6,001-10,000	Group 3 10,001-14,000	Group 4 14,001-16,000	Group 5 16,001-19,500	Group 6 19,501-26,000	Group 7 26,001-33,000	Group 8 33,001 and over	Make Totals
AUTOCAR	**Dec., '79**	.....	.....	.....	.....	.....	.....	.....	**227**	**229**
	Dec., '78	.....	.....	.....	.....	.....	.....	.....	188	188
	Year to Date '79	.....	.....	.....	.....	.....	.....	.....	**2,227**	**2,227**
	Year to Date '78	.....	.....	.....	.....	.....	.....	.....	1,880	1,880
BROCKWAY	**Dec., '79**	.....	.....	.....	.....	.....	.....	.....	.....	.....
	Dec., '78	.....	.....	.....	.....	.....	.....	.....	.....	.....
	Year to Date '79	.....	.....	.....	.....	.....	.....	.....	**2**	**2**
	Year to Date '78	.....	.....	.....	.....	.....	.....	.....	37	37
CHEVROLET	**Dec., '79**	**35,534**	**43,908**	**16**	.....	**173**	**2,798**	**34**	**360**	**82,823**
	Dec., '78	43,949	69,429	.....	.....	193	3,464	213	331	117,579
	Year to Date '79	**445,549**	**591,506**	**4,948**	.....	**1,786**	**34,892**	**1,139**	**5,050**	**1,084,870**
	Year to Date '78	431,982	801,950	.....	.....	1,854	34,340	1,662	3,999	1,275,787
(Memo Units) #	**Dec., '79**	**16,222**	**12,507**	.....	.....	.....	.....	.....	.....	**28,729**
	Dec., '78	17,680	19,622	.....	.....	.....	.....	.....	.....	37,302
	Year to Date '79	**205,206**	**172,926**	.....	.....	.....	.....	.....	.....	**378,132**
	Year to Date '78	175,692	210,433	.....	.....	.....	.....	.....	.....	386,125
DIAMOND REO	**Dec., '79**	.....	.....	.....	.....	.....	.....	.....	.....	.....
	Dec., '78	.....	.....	.....	.....	.....	.....	.....	.....	.....
	Year to Date '79	.....	.....	.....	.....	.....	.....	.....	.....	.....
	Year to Date '78	.....	.....	.....	.....	.....	.....	.....	.....	.....
DODGE	**Dec., '79**	**7,231**	**11,930**	**345**	**11**	.....	.....	.....	.....	**19,517**
	Dec., '78	6,716	25,138	7,473	1,864	2	1	1	.....	41,195
	Year to Date '79	**106,712**	**207,453**	**32,869**	**4,936**	.....	.....	.....	.....	**351,970**
	Year to Date '78	73,610	322,658	52,643	15,250	85	207	17	.....	464,470
(Memo Units) #	**Dec., '79**	**4,165**	**6,096**	**121**	.....	.....	.....	.....	.....	**10,382**
	Dec., '78	2,812	12,817	3,708	.....	.....	.....	.....	.....	19,337
	Year to Date '79	**80,026**	**112,332**	**26,340**	.....	.....	.....	.....	.....	**198,698**
	Year to Date '78	38,440	174,980	29,280	.....	.....	.....	.....	.....	242,700
FORD	**Dec., '79**	**24,870**	**55,996**	**91**	.....	.....	**4,711**	**1,548**	**1,852**	**89,068**
	Dec., '78	24,562	80,186	61	.....	10	6,975	1,807	2,615	116,216
	Year to Date '79	**296,309**	**734,342**	**456**	.....	.....	**53,843**	**15,228**	**22,478**	**1,122,656**
	Year to Date '78	272,759	946,934	698	.....	137	55,899	15,531	22,293	1,314,251
(Memo Units) #	**Dec., '79**	**9,709**	**16,135**	.....	.....	.....	.....	.....	.....	**25,844**
	Dec., '78	9,404	23,614	.....	.....	.....	.....	.....	.....	33,018
	Year to Date '79	**111,758**	**220,692**	.....	.....	.....	.....	.....	.....	**332,450**
	Year to Date '78	106,685	277,932	.....	.....	.....	.....	.....	.....	384,617
FREIGHTLINER	**Dec., '79**	.....	.....	.....	.....	.....	.....	.....	**1,499**	**1,499**
	Dec., '78	.....	.....	.....	.....	.....	.....	.....	1,117	1,117
	Year to Date '79	.....	.....	.....	.....	.....	.....	.....	**13,636**	**13,636**
	Year to Date '78	.....	.....	.....	.....	.....	.....	.....	11,725	11,725
FWD	**Dec., '79**	.....	.....	.....	.....	.....	.....	.....	.....	.....
	Dec., '78	.....	.....	.....	.....	.....	.....	.....	13	13
	Year to Date '79	.....	.....	.....	.....	.....	.....	.....	.....	.....
	Year to Date '78	.....	.....	.....	.....	.....	.....	1	145	146
GMC	**Dec., '79**	**5,432**	**12,684**	**11**	.....	**80**	**1,714**	**111**	**1,585**	**21,617**
	Dec., '78	6,318	17,909	75	.....	61	2,488	346	1,379	28,576
	Year to Date '79	**68,532**	**167,198**	**1,020**	.....	**1,041**	**24,983**	**1,973**	**18,393**	**283,140**
	Year to Date '78	68,355	215,185	1,540	.....	822	24,898	3,925	14,460	329,185
(Memo Units) #	**Dec., '79**	**1,063**	**3,271**	.....	.....	.....	.....	.....	.....	**4,334**
	Dec., '78	1,155	5,121	.....	.....	.....	.....	.....	.....	6,276
	Year to Date '79	**13,871**	**47,114**	.....	.....	.....	.....	.....	.....	**60,985**
	Year to Date '78	14,736	56,626	.....	.....	.....	.....	.....	.....	71,362
INTERNATIONAL	**Dec., '79**	.....	**2,030**	.....	.....	.....	**1,755**	**2,003**	**2,567**	**8,355**
	Dec., '78	.....	2,892	.....	.....	.....	2,416	1,798	3,236	10,342
	Year to Date '79	.....	**23,464**	.....	.....	.....	**27,221**	**27,309**	**38,585**	**116,579**
	Year to Date '78	.....	36,065	.....	.....	.....	29,964	16,494	34,051	116,574
(Memo Units) #	**Dec., '79**	.....	.....	.....	.....	.....	.....	.....	.....	.....
	Dec., '78	.....	2,892	.....	.....	.....	.....	.....	.....	2,892
	Year to Date '79	.....	.....	.....	.....	.....	.....	.....	.....	.....
	Year to Date '78	.....	36,065	.....	.....	.....	.....	.....	.....	36,065
JEEP	**Dec., '79**	**7,330**	**5,460**	.....	.....	.....	.....	.....	.....	**12,790**
	Dec., '78	8,614	9,193	.....	.....	.....	.....	.....	.....	17,807
	Year to Date '79	**83,401**	**61,813**	.....	.....	.....	.....	.....	.....	**145,214**
	Year to Date '78	85,222	78,326	.....	.....	.....	.....	.....	.....	163,548
(Memo Units) #	**Dec., '79**	**7,330**	**2,273**	.....	.....	.....	.....	.....	.....	**9,603**
	Dec., '78	8,614	4,136	.....	.....	.....	.....	.....	.....	12,750
	Year to Date '79	**83,401**	**26,781**	.....	.....	.....	.....	.....	.....	**110,182**
	Year to Date '78	85,222	36,347	.....	.....	.....	.....	.....	.....	121,569
KENWORTH	**Dec., '79**	.....	.....	.....	.....	.....	.....	.....	**1,333**	**1,333**
	Dec., '78	.....	.....	.....	.....	.....	.....	.....	1,193	1,193
	Year to Date '79	.....	.....	.....	.....	.....	.....	.....	**14,893**	**14,893**
	Year to Date '78	.....	.....	.....	.....	.....	.....	.....	14,345	14,345
MACK	**Dec., '79**	.....	.....	.....	.....	.....	.....	.....	**2,330**	**2,330**
	Dec., '78	.....	.....	.....	.....	.....	.....	.....	2,077	2,077
	Year to Date '79	.....	.....	.....	.....	.....	.....	.....	**29,264**	**29,264**
	Year to Date '78	.....	.....	.....	.....	.....	.....	.....	27,390	27,390
PETERBILT	**Dec., '79**	.....	.....	.....	.....	.....	.....	.....	**728**	**728**
	Dec., '78	.....	.....	.....	.....	.....	.....	.....	833	833
	Year to Date '79	.....	.....	.....	.....	.....	.....	.....	**8,693**	**8,693**
	Year to Date '78	.....	.....	.....	.....	.....	.....	.....	9,454	9,454
PLYMOUTH	**Dec., '79**	**1,208**	**349**	.....	.....	.....	.....	.....	.....	**1,557**
	Dec., '78	627	998	.....	.....	.....	.....	.....	.....	1,625
	Year to Date '79	**14,428**	**5,250**	.....	.....	.....	.....	.....	.....	**19,678**
	Year to Date '78	868	7,145	.....	.....	.....	.....	.....	.....	8,013
WESTERN STAR	**Dec., '79**	.....	.....	.....	.....	.....	.....	.....	**99**	**99**
	Dec., '78	.....	.....	.....	.....	.....	.....	.....	104	104
	Year to Date '79	.....	.....	.....	.....	.....	.....	.....	**1,133**	**1,133**
	Year to Date '78	.....	.....	.....	.....	.....	.....	.....	786	786
WHITE	**Dec., '79**	.....	.....	.....	.....	.....	.....	.....	**792**	**792**
	Dec., '78	.....	.....	.....	.....	.....	.....	58	1,353	1,411
	Year to Date '79	.....	.....	.....	.....	.....	.....	.....	**9,145**	**9,145**
	Year to Date '78	.....	.....	.....	.....	.....	.....	437	10,189	10,626
MISCELLANEOUS*	**Dec., '79**	**21,822**	**1**	.....	**1**	**2**	**285**	**188**	**199**	**22,498**
	Dec., '78	19,805	.....	17	.....	1	133	116	223	20,355
	Year to Date '79	**258,003**	**14**	**43**	**6**	**31**	**2,687**	**1,666**	**2,360**	**264,810**
	Year to Date '78	210,268	6	93	.....	35	1,705	929	2,087	215,123
TOTALS	**Dec., '79**	**103,427**	**132,358**	**463**	**12**	**255**	**11,263**	**3,884**	**13,573**	**265,235**
	Dec., '78	110,591	205,745	7,626	1,864	267	15,537	4,339	14,662	360,631
	Year to Date '79	**1,272,934**	**1,791,040**	**39,336**	**4,942**	**2,858**	**143,626**	**47,315**	**165,859**	**3,467,910**
	Year to Date '78	1,143,064	2,408,269	54,974	15,250	2,933	147,013	38,996	152,841	3,963,340

★—No Oklahoma registrations: 1979 and 1978; Hawaii, July-December, 1979.

#—Memo units are trucks which are part of the total listed above each entry. Chevrolet memo units are Chevy Van, El Camino and Blazer; Dodge, compact trucks, Ramcherger, Trail Duster, D-50, Arrow; Ford Econoline, Ranchero and Bronco; GMC, Vandura, Jimmy and Caballero; International Scout, Jeep, CJ-5 and CJ-7. *—Miscellaneous includes imports, FWD, Hendrickson, Oshkosh, Crane Carrier, etc. —Compiled from R. L. Polk & Co. data.

Production overseas

UNITED KINGDOM

Cars

	11 mos., 1979	11 mos., 1978
Austin-Morris	324,253	390,476
Jaguar-Rover-Triumph	137,757	171,597
Total BL	462,010	562,073
Ford	363,216	295,113
Lotus	987	1,128
Reliant	799	752
Rolls-Royce	2,961	2,965
Talbot	88,642	178,600
TVR	282	285
Vauxhall	52,922	77,785
Others	665	668
Total	972,484	1,119,369

Trucks and Buses

Austin-Morris	49,209	52,217
Land-Rover	37,600	42,676
Leyland	27,119	25,521
Total BL	113,928	120,414
Bedford	80,464	106,079
Dodge	16,027	15,839
ERF	2,867	2,773
Foden	1,457	1,455
Ford	152,421	95,880
Hestair Dennis	517	796
Seddon Atkinson	4,230	4,747
Others	725	800
Total	372,636	348,783
Total vehicles	1,345,120	1,468,152

FRANCE

Cars

	11 mos., 1979	11 mos., 1978
Alpine	1,241	1,129
Citroen	631,855	620,575
Peugeot	700,080	673,199
Renault	1,285,374	1,124,312
Talbot-Matra	15,728	15,809
Talbot-Simca	344,034	403,963
Total	2,978,312	2,838,977

Trucks and Buses

Berliet	15,432	16,535
CBM	102	79
Citroen	43,933	52,188
Peugeot	100,891	109,261
Renault	129,690	118,396
Saviem	25,477	28,685
Sovam	124	32
Talbot-Matra	321	0
Talbot-Simca	25,663	21,177
Unic-Fiat	17,433	15,856
Total	358,966	363,279
Total vehicles	3,337,278	3,202,256

SPAIN

Cars

	11 mos., 1979	11 mos., 1978
Citroen	147,565	138,766
FASA-Renault	252,904	229,565
Ford	216,421	251,030
Seat	269,761	268,812
Talbot	72,843	88,894
Total	959,494	977,067

Trucks and Buses

CAF (Land Rover)	4,171	4,790
Dodge	4,531	4,751
Ebro	23,190	25,931
Mevosa	13,295	13,464
Pegaso	6,781	8,220
Sant'Ana (Jeep)	16,080	14,854
SAVA	6,914	8,297
Total	74,962	80,307
Total vehicles	1,034,456	1,057,374

Registrations overseas

JAPAN

Cars

	12 mos., 1979	12 mos., 1978
Daihatsu	99,939	97,725
Honda	175,950	171,274
Isuzu	50,474	48,613
Mazda	203,152	171,665
Mitsubishi	266,802	280,339
Nissan	890,501	834,502
Subaru	82,198	80,111
Suzuki	65,542	60,038
Toyota	1,142,428	1,081,919
Imports	56,463	50,374
Total	3,033,449	2,857,566

Trucks and Buses

Daihatsu	186,872	168,448
Hino	57,986	47,074
Honda	86,941	83,086
Isuzu	150,316	136,261
Mazda	201,201	170,608
Mitsubishi	280,339	233,660
Nissan	344,328	306,199
Nissan Diesel	29,644	23,734
Subaru	81,651	74,798
Suzuki	229,334	150,612
Imports	0	1
Total	2,117,453	1,825,586
Total vehicles	5,150,902	4,683,152

UNITED KINGDOM

Cars

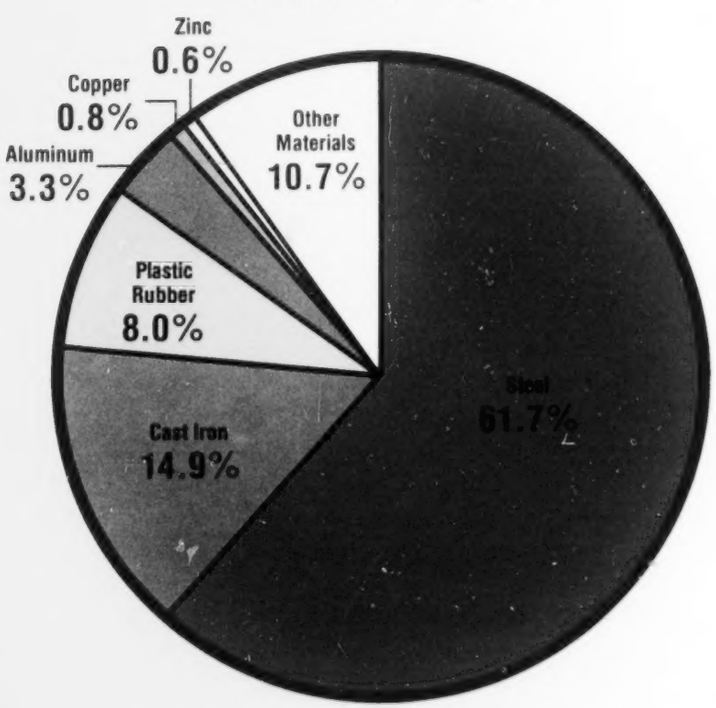
	12 mos., 1979	12 mos., 1978
Austin-Morris	266,778	285,787
Jaguar-Rover-Triumph	70,206	88,006
Total BL	336,984	373,793
Ford	485,559	392,366
General Motors	140,944	154,089
Talbot	119,433	112,562
Datsun	102,395	101,735
Renault	93,468	69,627
Fiat group	79,577	83,956
VW-Audi	76,288	63,222
Others	281,627	220,589
Total	1,716,275	1,591,939

Trucks and Buses

Austin-Morris	45,910	44,400
Land Rover	6,418	5,722
Leyland	13,804	13,584
Total BL	66,132	63,706
Ford	88,141	70,066
Bedford (GM)	52,483	45,926
Dodge	14,306	12,182
Volkswagen	11,714	8,103
Datsun	8,165	7,527
Mercedes-Benz	6,241	4,269
Volvo	4,052	3,725
Seddon Atkinson	4,626	3,825
Others	44,705	36,956
Total	300,565	256,285
Total vehicles	2,016,840	1,848,224

Materials in Average 1979 Car

Aluminum Assn.



factories list auction dates

American Motors

Feb. 27—Dallas Auto Auction, Grand Prairie, Tex.; Central States Auto Auction, 824 S. Taft, Mason City, Ia.; Kansas City Automobile Auction, 1100 Elmwood Ave., Kansas City, Mo.; Sand Mountain Auto Auction, U. S. 431, Boaz, Ala.

Feb. 28—Fredericksburg Auto Auction, U. S. 1 Alt., Fredericksburg, Va.

Chrysler Corp.

Feb. 25—Southeastern Recon, 1027 Pearl St., Darlington, S. C.

Feb. 26—Hatfield Recon Center, Rte. 309, Hatfield, Pa.; Metro Auto Auction of Kansas City, 101 W. Oldham Pkwy., Lee's Summit, Mo.; Southwest Auto Auction, 3420 S. 48th St., Phoenix.

Feb. 27—St. Pete Auto Auction, 14850 Roosevelt Blvd., Clearwater, Fla.; Lafayette Recon Center, 3182 Rte. 11, Lafayette, N. Y.; Al Eide's Minneapolis Auto Auction, 1125 A Nathan Lane N., Minneapolis.

Feb. 28—Auto City, 440 McClellan Hwy., East Boston, Mass.; Barberton Recon Center, 5057 Wooster Rd. W., Barberton, O.; Birmingham Recon Center, 101 Miles Pkwy., Industrial Park, Pell City, Ala.; Golden Gate Auto Auction, 6010 Stevenson Blvd., Fremont, Calif.

Feb. 29 — Floyd Hauhe Auto Auction, 12000 St. Charles Rock Rd., Bridgeton, Mo.

Ford Motor Co.

Feb. 27—Central States Auto Auction, 824 S. Taft, Mason City, Ia.

Feb. 28—Northway Exchange, Rte. 146, Clifton Park, N. Y.; Columbus Fair Auto Auction, 4700 Groveport Rd., Obetz, O.

Model breakdown

Auction averages

	February to Date	Jan.	Dec.
1980	$6,467	$6,187	
1979	5,236	5,414	$5,698
1978	3,793	3,591	3,741
1977	2,784	2,730	3,043
1976	2,244	2,233	2,297
1975	1,876	1,802	1,828
1974	1,387	1,456	1,409
1973	1,119	1,138	1,120
Overall Average	$3,241	$3,175	$3,262

Used car sales

Auction averages

February to date	$3,241
Month ago	$3,139
Year ago	$3,462

Makers trail 1979 pace by two weeks

Millionth car of 1980 assembled

By Michele Raquepau
Staff Writer

Year-to-date auto production by U. S. makers last week exceeded one million. The milestone unit was two weeks behind the 1979 pace.

The year-to-date figure of 1,005,946 is a drop of 29.77 percent from the 1,432,367 assembled by this date in 1979.

Six plants reopened last week and production of 164,799 was up 17.06 percent from the 140,787 built the previous week. Last week's production, however, was 6.92 percent lower than the 177,057 built in the comparable 1979 week.

General Motors has built 693,719 cars this year and has 68.96 percent of year-to-date production. Ford Motor Co. follows with 167,940 units and 16.69 percent of the year's total.

Chrysler Corp. has assembled 89,696 units and has 8.92 percent of the year-to-date total. American Motors has built an estimated 31,766 units for 3.16 percent.

Volkswagen of America has built 22,320 cars for 2.22 percent of the total, and Checker, 505 units for 0.05 percent of year-to-date production.

Chrysler's Newark plant was down last week. All Chrysler plants are scheduled to work this week.

GM's Tarrytown plant worked six days last week as did Willow Run, Framingham (Century, Regal, Cutlass) worked four days.

Slow sales have closed the Cadillac home plant this week, as well as the companion Fisher Body plant.

VWoA worked 12½ hours of overtime last week and will work 16 hours of overtime this week.

Truck production rises 30 pct. to 43,860 for week

U. S. truck production last week of 43,860 rose 30.14 percent over the 33,702 assembled the previous week.

Last week's production, though, was 44.11 percent below the 78,479 trucks built in the comparable 1979 week.

The year-to-date total of 289,158 is down 54.17 percent from the 630,926 assembled by this date, 1979.

All Chrysler Corp. plants will work this week. Last week, the Warren and Missouri plants were down.

GMC will recall 1,200 workers March 17 at its heavy-duty plant in Pontiac. The recall reinstates the second shift and will increase production from 80 to 140 units per day.

The Chevrolet Lordstown van line was down last week and will remain down this week. The closing idles 1,300 workers temporarily.

The General Motors plant in Flint will close the weeks beginning March 3, April 7, and May 19 to balance inventories.

Ford Motor Co.'s Kentucky plant was down last week. A Ford spokesman said the company is still recovering from the Budd Co. strike and is unable to get parts to keep the Kentucky plant open.

International Harvester has been on strike since Nov. 1, 1979.

Volkswagen of America worked 12½ hours of overtime last week and will work 16 hours of overtime this week.

Gains of 40 pct. posted by cars, trucks in Canada

Car and truck production in Canada rose more than 40 percent last week, but output still trails 1979 levels.

Last week, 19,156 cars were built in Canada, an increase of 45.99 percent over the 13,121 assembled the previous week. Last week's production, though was 25.54 percent behind the 25,725 built in the comparable 1979 week.

Year-to-date, 119,663 units have been assembled, down 35.21 percent from the 184,700 built by this date in 1979.

Truck production last week of 11,799 was up 44.05 percent from the 8,191 built the previous week, but down 28.20 percent from the 16,434 in the same week, 1979.

The year-to-date truck total of 79,234 lags 35.54 percent below the 122,918 built in the same time period of 1979.

Chrysler closed its Windsor car plant Feb. 4. The Windsor truck line closed Feb. 11. Both are scheduled to reopen March 3.

Ford Motor Co.'s Oakville car and truck plants were closed last week. A Ford spokesman said the plants had difficulty getting parts as a result of the Budd Co. strike.

All Ford plants will work regular schedules this week.

All General Motors plants worked regular schedules last week and will continue to do so this week. GM still has 1,230 workers on indefinite layoff.

Volvo is working a regular schedule this week. Volvo was closed last Monday for a holiday.

U. S. CAR PRODUCTION

	Week Ended Feb. 23, 1980	Same Week 1979	Week Ended Feb. 16, 1980	Feb. to Date	Jan. 1, to Feb. 24, 1979	Jan. 1, to Feb. 23, 1980
AMERICAN MOTORS	4,760*		4,760*	15,876*	1,876*	31,766*
Gremlin						
Eagle						
Concord						
'78 AMX						
Pacer						
Matador						
Spirit						
CHRYSLER CORP.	11,920	14,316	12,133	45,116	143,385	89,696
Plymouth Total	5,050	7,775	6,328	20,748	55,230	40,553
Horizon	3,180	3,666	3,239	10,797	28,184	24,241
Volare	950	4,109	2,065	7,545	26,041	12,203
'80 Gran Fury	860		973	2,093		3,493
Caravelle	60		51	313	1,005	616
Chrysler Total	1,870	343	534	5,565	31,517	11,426
Chrysler	140		172	530	15,307	2,948
LeBaron	1,730	343	362	5,035	16,210	8,478
Dodge Total	5,000	6,198	5,271	18,803	56,638	37,717
Omni	2,850	2,994	2,881	9,921	22,181	22,180
St. Regis	600		530	1,324	7,772	2,765
Diplomat	800	186	143	2,231	8,843	3,648
Aspen	750	3,018	1,717	5,327	17,842	9,124
FORD MOTOR	41,076	47,626	24,476	90,863	395,287	167,940
Ford Division	28,068	28,272	18,355	63,568	248,551	120,488
Pinto	2,930	2,891		6,124	26,216	8,386
Mustang II/Mustang	5,168	8,218	5,840	16,886	61,862	30,811
Fairmont	6,615	4,060	6,969	19,095	26,950	32,467
Granada	3,036	3,385		4,572	25,653	12,431
LTD II		982			7,564	
Thunderbird	6,649	8,157	3,646	11,321	51,831	23,069
Ford	3,670	579	1,900	5,570	48,475	13,324
L-M Division	13,008	19,354	6,121	27,295	146,736	47,452
Mercury Total	11,617	14,978	6,121	25,854	111,491	42,445
Bobcat	1,070	794		1,876	7,192	2,050
Capri	2,484	2,556	1,926	6,364	16,847	10,019
Zephyr	2,025	1,880	1,610	5,278	9,578	9,783
Monarch	1,553	1,939		1,887	14,343	4,144
Cougar/XR7	1,915	4,554		2,725	35,900	7,174
Mercury	2,570	3,255	2,585	7,724	27,631	9,275
Lincoln Total	1,391	4,376		1,441	35,245	5,007
Lincoln	513	2,114		513	17,013	1,761
Versailles	211	533		261	4,291	705
Mark VI	667	1,729		667	13,941	2,541
GENERAL MOTORS	101,259	109,807	94,180	333,686	840,068	693,719
Buick Division	18,205	15,165	18,098	60,907	123,043	128,265
Skyhawk		399			3,865	
Skylark/'79-'80	4,742	1,160	4,350	15,610	2,934	36,384
Century	3,450	1,021	3,610	11,840	8,541	23,422
Regal	4,830	5,087	5,058	15,995	42,586	30,485
Buick	3,990	6,457	3,891	13,302	53,845	28,402
Riviera	1,193	1,041	1,189	4,160	11,272	9,572
Cadillac Division	7,264	9,622	7,274	24,762	71,902	49,677
Seville	1,101	1,274	1,107	3,854	10,181	8,794
Cadillac	4,626	6,960	4,629	15,665	46,692	30,446
Eldorado	1,537	1,388	1,538	5,243	15,029	10,437
Chevrolet Division	43,083	47,124	36,707	137,616	353,143	291,206
Chevette	10,870	5,216	9,832	34,671	49,844	72,359
Monza	3,059	3,449	3,008	10,252	27,688	22,783
Camaro	3,270	6,261	3,048	10,094	49,315	20,847
Nova/Citation	9,720	2,934	9,329	32,074	8,043	71,763
Malibu	6,375	7,601	5,772	19,915	66,981	37,883
Monte Carlo	2,765	6,254	3,402	11,258	52,980	22,295
Chevrolet	6,120	14,413	1,356	16,122	90,142	35,692
Corvette	904	996	960	3,230	7,650	7,584
Oldsmobile Division	17,408	21,502	16,969	58,864	168,658	124,011
Starfire		432			3,308	
Omega/'79-'80	2,958	543	2,458	9,489	1,529	19,188
Cutlass	6,670	10,045	6,669	22,621	77,522	51,857
Oldsmobile	6,690	9,444	6,756	22,868	74,537	44,734
Toronado	1,090	1,038	1,086	3,886	11,762	8,232
Pontiac Division	15,299	16,394	15,132	51,537	123,322	100,560
Acadian†	330	446	332	1,298	3,113	2,522
Sunbird	3,341	2,241	3,398	11,373	15,742	24,553
Phoenix/'79-'80	2,708	522	2,708	9,191	362	20,285
Firebird	2,490	4,687	2,128	7,521	36,965	15,505
LeMans	1,635	1,795	1,654	5,540	17,351	9,473
Grand Prix	2,075	2,279	2,121	7,148	16,973	12,295
Pontiac	2,720	4,424	2,791	9,466	32,816	15,927
VOLKSWAGEN	5,684	2,707	5,147	17,557	19,687	22,320
CHECKER	100*	83	91	291	762	505
Total Cars, U. S.	164,799	177,057	140,787	503,389	1,432,367	1,005,946

CANADIAN CAR PRODUCTION

	Week Ended Feb. 23, 1980	Same Week 1979	Week Ended Feb. 16, 1980	Feb. to Date	Jan. 1, to Feb. 24, 1979	Jan. 1, to Feb. 23, 1980
CHRYSLER CORP.		4,436	1	1,295	34,310	10,756
FORD MOTOR	6,720	8,132	840	15,746	50,981	23,911
GENERAL MOTORS	12,256	12,977	12,055	39,498	98,005	83,331
VOLVO	180	180	225	720	1,404	1,665
Total Cars, Canada	19,156	25,725	13,121	57,259	184,700	119,663
N. American Cars	183,955	202,782	153,908	560,648	1,617,067	1,125,609
N. American Trucks	55,659	92,395	41,893	169,602	732,542	368,392
North American Cars and Trucks	239,614	295,177	195,801	730,250	2,349,609	1,494,001

†—All Acadians are built for sale in Canada. *—Estimated.

TRUCK PRODUCTION IN U. S.†

	Week Ended Feb. 23, 1980	Same Week 1979	Week Ended Feb. 16, 1980	Feb. to Date	Jan. 1, to Feb. 24, 1979	Jan. 1, to Feb. 23, 1980
CHEVROLET	16,333	23,971	15,771	52,268	196,391	111,574
DODGE/PLYMOUTH	1,200	11,757	72	6,396	93,239	18,901
FORD	17,208	26,907	9,036	43,482	217,603	96,119
GMC	3,646	6,651	3,506	12,398	54,599	27,015
INTERNATIONAL		3,091			23,000	
MACK	625	719	625	2,169	5,776	4,614
WHITE	186	333	200	664	2,640	1,439
JEEP	2,620*	3,750*	2,524*	8,678*	27,340*	17,924*
AM CORP.	430*	400*	446*	1,500*	3,138*	2,346*
VOLKSWAGEN	812		722	2,352		3,066
MISCELLANEOUS	800	900	800	2,720	7,200	6,160
Total Trucks, U. S.	43,860	78,479	33,702	132,627	630,926	289,158

CANADIAN TRUCK PRODUCTION

	Week Ended Feb. 23, 1980	Same Week 1979	Week Ended Feb. 16, 1980	Feb. to Date	Jan. 1, to Feb. 24, 1979	Jan. 1, to Feb. 23, 1980
CHRYSLER CORP.		2,160		2,148	16,090	3,097
FORD MOTOR	4,778	5,912	3,242	13,962	42,141	28,475
GENERAL MOTORS	5,902	6,312	4,042	18,315	49,617	41,260
AMERICAN MOTORS	704	1,455	539	1,243	10,486	3,999
INTERNATIONAL	290	457	243	880	3,294	1,487
MACK	60	49	60	206	605	456
WHITE	65	89	65	221	685	460
Total Trucks, Canada	11,799	16,434	8,191	36,975	122,918	79,234
N. American Trucks	55,659	92,395	41,893	169,602	732,542	368,392

Jeep includes commercial vehicles only. AM General includes government-destined vehicles.
**—Revised †—Now includes van production.

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Detroit, March 3, 1980

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Show time in Geneva

Ford Granada Altair

The Ford Granada Altair, a concept car developed by Ghia of Turin, is based on the European Granada with an extended impact-absorbent front bumper. It is longer, lower and wider, with a drag co-efficient of 0.35 compared with 0.44 for the normal car. The Altair will go on display at the Geneva Motor Show this week.

'79 average falls to 333 from 377

U.S. sales per dealer cut

The sharp 1979 domestic new-car sales slump, matched against a steadily declining dealer population, resulted in a noticeably lower sales per dealer count for the year. Dealers sold an average 333 new cars per outlet, down from 377 in 1978 and 374 in 1977.

The industry high-water mark is 380 sales per outlet, set back in 1973.

General Motors dealers sold an average 426 units per outlet in 1979, down from the record 464 a year ago. It was the fifth time in its history that GM has topped 400 sales per dealer.

Ford Motor Co. recorded 322 sales per dealer, down considerably from 389 per outlet a year ago.

Chrysler Corp. dealers sold an average of 202 new cars per outlet in 1979, down from 239 in 1978.

American Motors, in spite of relatively strong sales last year, slipped below the 100 mark, to 97 sales per outlet. (AMC did have an increase in its new-car franchise total.) In 1978, AMC dealers averaged 105 sales per outlet. It was a low for the decade for AMC which, back in 1973, had an average of 205 sales per outlet.

None of the 12 U. S. makes matched or broke sales-per-dealer records. None had increases. A year ago, five set records and two more enjoyed increases.

Oldsmobile replaced Ford in the number two spot, its 286 sales per dealer greater than Ford's 269 average. American Motors leaped over Lincoln into 10th place. Lincoln sales per dealer skidded to 80 from 115. Lincoln's drop followed a record sales-per-dealer year.

Volkswagen of America, whose U. S.-built Rabbits are counted in domestic sales totals, still is considered an import make and thus does not appear in the U. S. sales-per-dealer roundup.

Sales per outlet for the four domestic vans — Dodge Sportsman, Ford Club Wagon, Chevrolet Sportvan and Plymouth Voyager—have been figured on sales total through Sept. 30, after which time they have been included in truck sales figures.

For the second consecutive year standard Cadillac at 126 was leader in domestic nameplate sales per outlet. Following the leader, again, was Oldsmobile Supreme at 121. A year ago the gap between first and second place was considerably wider: Cadillac at 153 and Cutlass Supreme at 123.

Standard Chevrolet lost its third-place foothold to Buick Regal, which had an average of 81 sales per outlet in 1979. Chevrolet was fourth at 76 and Oldsmobile 88 was fifth at 68.

By size-class, there were several changes of fortune on the marketplace. Subcompacts wrote success stories. Chevrolet Chevette zoomed to 64 sales per outlet from 42 to retain its grasp of first place among the U. S. subcompacts. Second - place Plymouth Horizon climbed to 50 from 39 and Dodge Omni to 45 from 32. AMC's Spirit vaulted into fifth place from eight, with 33 sales per outlet in 1979 compared with 15 in 1978.

Ford Fairmont again headed the U. S. compacts, with 62 sales per outlet in 1979, down from 73 in 1978. Plymouth Volare took over second place from AMC Concord. Plymouth dealers averaged 56 sales per outlet, down from 69. Ford Mustang was third with a 55 average, followed by Chevrolet Nova/Citation at 52. AMC Concord was a close

Continued on Page 42, Col. 4

Sales per outlet

U. S. MAKES

Sales per U. S. new-car franchise:

1979 pos.	Nameplate		1978 pos.
1—364	Chevrolet	394—	1
2—286	Oldsmobile	302—	3
3—269	Ford	326—	2
4—241	Pontiac	277—	4
5—234	Buick	256—	5
6—193	Cadillac	215—	6
7—172	Mercury	195—	7
8—133	Dodge	158—	8
9—110	Plymouth	133—	9
10— 97	American Motors	105—	11
11— 80	Lincoln	115—	10
12— 76	Chrysler	89—	12

Case goes to the jury this week

Pinto homicide trial nears end

By Roger Rowand
Engineering Editor

WINAMAC, Ind.—The Pinto trial is expected to end this week when the jury of seven men and five women brings back its verdict.

The trial of Ford Motor Co. on three counts of reckless homicide began Jan. 7. The jury has heard from five eyewitnesses to the accident that killed three young girls Aug. 10, 1978. A variety of expert witnesses and high-ranking Ford executives have testified.

The panel has seen crash-test films, read reports and perused charts, graphs and photos.

One overriding element of the case has been the persistance of Judge Harold Staffeldt on following the strictest rules of criminal evidence. That has kept out of the courtroom a great deal of the supportive material on which the prosecution was building its case.

Prosecutor Michael Cosentino injected the element of money into the case by saying Ford's virtually unlimited resources put his case in jeopardy from the very beginning.

"It has just been a matter of David and Goliath when it comes to money. They are the Goliath and we are the David," Cosentino said.

• A high point of defense action came with the appearance of John E. Habberstad, Spokane-based accident reconstructionist. Holder of a PhD with specialties in applied mechanics and design, Habberstad showed the jury crash-test films and still photos.

He demonstrated the amount of crush that occurred to the death car through the use of an overlay representing the outline of an undamaged Pinto. Drama came when he showed films of Dearborn test crashes in which 1972 Chevrolet vans hit a 1973 Pinto, Vega, Gremlin, Toyota Corolla, Dodge Colt and Chevrolet Impala.

Habberstad said all the cars suffered similar damage.

He testified the accident Pinto was more damaged than the test car was. That was an indication the death van was traveling at a speed higher than the 50.26 MPH of the test vehicle.

He said the accident happened at 55 MPH with the Pinto stopped. Earlier, two Ford witnesses had said the Pinto was stopped. Five state eyewitnesses said it was traveling from 15 to 35 MPH.

Witnesses agreed on 50 for the van's speed.

• Crash test films were made at 24, at 200 and at 1,000 frames per second. Normal movies are made at 24 frames per second. Jury interest was intense throughout the screening, much of which was accompanied by Habberstad's discussion of accident reconstruction.

The prosecution contended it was outrageous to start with an assumed speed and a stopped Pinto. "Experimental evidence has a tendency to be so convinc-

Continued on Page 7, Col. 1

Auto-trade hearings could affect Japanese

By Jake Kelderman
Washington Staff Writer

WASHINGTON. — A House Trade subcommittee opens hearings this week into the world auto trade situation.

The hearings are expected to be the jumping off point for moves, expected later this year, aimed at forcing the big two Japanese auto makers—Toyota and Nissan (Datsun) — to begin building vehicles here or face the prospect of import limitations and/or penalties.

UAW President Douglas Fraser is expected to be the lead witness and reiterate his call for Japanese auto production here. Fraser feels Japanese auto plants here would go a long way toward cushioning his union members against unemployment such as 200,000 of them are now experiencing.

Although the union has long been an advocate of free trade, it feels the Japanese makers have stepped out of bounds this year, flooding the market with fuel-efficient cars as the domestic makers are going through a major retooling to get similar vehicles on the road.

In speeches here and in talks with the Japanese government, Toyota, Nissan and others, Fraser has pressed for action soon that would lead to a minimum of 50 percent American content in Toyota and Nissan cars.

The Japanese government has been sympathetic to his calls but Toyota and Nissan have firmly resisted, arguing that they should not be held to blame for the faults of the American makers nor forced to make what they consider to be a bad business move.

As recently as last week, the vice president of Toyota Motor Co., Shigenobu Yamamoto, told Japanese Foreign Minister Saburo Okita that his company cannot but take a negative attitude toward opening assembly plants in the U. S. under the present circumstances. President Takashi Ishihara, of Nissan Motor Co., told Okita the same thing.

The wage level in the U. S.

Continued on Page 7, Col. 3

breaking news

Ford Erika spawns Topaz, Apex

DEARBORN.—Ford's Erika program—project code name for the new Escort/Lynx front-drive cars—will not only spawn several additional models, but some new names as well.

Ford is using the code name "Topaz" for a new line of front-drive compacts that will replace Fairmont and Zephyr in mid-1982. The company also is said to be developing a two-seat urban car for 1984-85 under the code name "Apex." Both programs are derivatives of Erika, according to Ford insiders.

Belvidere chosen for annual meeting

DETROIT. — Chrysler Corp. will hold its annual meeting in Belvidere, Ill., May 13. UAW President Douglas A. Fraser is scheduled to be nominated to the board of directors by Chrysler Chairman Lee A. Iacocca. This will be the second year the annual meeting will be held outside Detroit. Last year's was in Syracuse, N. Y.

Fiat and Peugeot-Citroen forge a link

PARIS.—Peugeot-Citroen and Fiat have signed a letter of intent to combine resources and collaborate in marketing and manufacturing in South America. The agreement could lead to a merger of Argentine subsidiaries of the two firms later this year.

See BREAKING NEWS, Page 47, Col. 1

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